The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

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CPC Salary Survey

REGIONAL Interim Report No. 4, May 1984

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Temple University
Villanova University
Virginia State University
West Virginia University

The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (April 7 through May 4) and cumulatively (September 1 through May 4). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	103	727	$1664	$1639	$1833	$1666	$1500	518	5016	$1603	$1629	$1750	$1583	$1500
Business—General (incl. Mgmt.)	90	899	1662	1602	2000	1675	1290	221	2742	1533	1546	1958	1533	1100
Marketing & Distribution	31	282	1453	1497	1750	1417	1250	66	1043	1526	1483	1941	1500	1166
HUMANITIES & SOCIAL SCIENCES														
Humanities	16	103	1461	1475	*	*	*	37	327	1493	1420	2250	1441	1000
Economics[2]	21	132	1638	1647	1935	1750	1330	40	281	1634	1589	1935	1708	1280
Other Social Sciences	13	111	1577	1533	*	*	*	37	444	1430	1410	2000	1350	834
ENGINEERING														
Aeronautical	2	79	2470	2154	*	*	*	5	272	2151	2147	*	*	*
Chemical	91	407	2315	2296	2425	2333	2167	209	1458	2285	2291	2425	2315	2100
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	35	188	1934	1924	2275	1885	1700	77	721	1827	1901	2275	1798	1416
Electrical (incl. Computer Engrg.)	204	2205	2203	2244	2400	2242	2000	492	6805	2193	2209	2400	2240	1916
Geological	+	13	+	2020				+	47	+	2034			
Industrial	22	191	2135	2151	2333	2225	1833	102	727	2133	2123	2333	2200	1833
Mechanical	173	909	2214	2216	2400	2225	2040	378	3300	2187	2193	2385	2200	1950
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	26	89	2232	2252	2325	2234	2125	66	246	2221	2224	2350	2221	2125
Mining	2	8	2249	2152	*	*	*	12	35	1791	2045	*	*	*
Nuclear (incl. Engrg. Physics)	+	22	+	2172				9	67	2155	2216	*	*	*
Petroleum	+	41	+	2343				7	317	2431	2483	*	*	*
Engineering Technology	16	181	2032	2106	*	*	*	36	622	2064	2083	2250	2084	1950
SCIENCES														
Agricultural Sciences	3	37	1237	1591	*	*	*	17	184	1266	1434	*	*	*
Biological Sciences	5	21	1867	1535	*	*	*	12	66	1525	1389	*	*	*
Chemistry	5	50	1775	1849	*	*	*	18	128	1794	1804	*	*	*
Computer Science	60	807	2103	2089	2650	2125	1794	183	2478	2026	2040	2258	2083	1666
Health (Medical) Professions	20	25	1671	1643	2000	1669	1375	41	203	1653	1584	2125	1646	1200
Mathematics	30	127	2071	1938	2291	2100	1750	57	303	2033	1936	2291	2085	1500
Other Physical & Earth Sciences	2	33	2281	2001	*	*	*	20	133	1698	1861	2275	1792	1041
Totals	970	7687						2660	27965					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	97	738	$1664	$1639	$1833	$1666	$1500	526	5043	$1598	$1627	$1750	$1583	$1500
Business Administration	62	413	1687	1570	2000	1750	1333	160	1275	1535	1537	2058	1529	1016
Communications	8	30	1891	1740	*	*	*	23	138	1760	1580	2250	1875	1000
Community & Service Orgs. Work	3	15	826	1117	*	*	*	10	96	1257	1314	*	*	*
EDP-Programming/Systems	86	941	2082	2087	2300	2136	1750	214	2765	2011	2035	2258	2083	1625
Engineering	526	3974	2210	2220	2408	2250	2000	1287	13502	2181	2196	2400	2233	1833
Farm & Natural Resources Mgmt.	2	7	1354	1460	*	*	*	8	57	1263	1359	*	*	*
Finance & Economics	9	274	1755	1679	*	*	*	24	740	1582	1619	1935	1613	1100
Health (Medical) Services	23	33	1694	1621	2000	1671	1375	49	237	1654	1535	2166	1616	1175
Manufacturing &/or Industrial Oprs.	17	188	2076	2051	*	*	*	42	632	2048	2018	2425	2108	1500
Mathematics/Statistics	18	91	1989	1918	*	*	*	35	243	1960	1891	2250	2083	1408
Merchandising/Sales Promotion	29	258	1465	1476	1941	1416	1148	60	887	1485	1405	1958	1417	1148
Personnel/Employee Relations	1	21	1250	1692	*	*	*	7	130	1424	1480	*	*	*
Research—Non-Scientific	3	22	1472	1804	*	*	*	11	119	1547	1749	*	*	*
Research—Scientific	15	154	2176	2056	*	*	*	55	473	1951	1972	2700	2000	1208
Rotational Training—Non-Technical	13	117	1505	1398	*	*	*	24	359	1635	1401	1935	1587	1292
Rotational Training—Technical	6	44	2190	2080	*	*	*	21	201	2166	2099	2300	2200	2083
Sales—Non-Technical Degree	47	300	1532	1528	1958	1491	1290	91	935	1542	1512	1925	1500	1167
Sales—Technical/Scientific Degree	5	47	2204	2108	*	*	*	13	133	2033	1976	*	*	*
Totals	970	7687						2660	27965					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	2	47	$2125	$1940	*	*	*	8	508	$1866	$1928	*	*	*
MBA (Non-Technical Undergraduate)	8	456	2059	2530	*	*	*	29	1189	1997	2351	$2500	$2000	$1625
MBA (Technical Undergraduate)	3	118	2694	2624	*	*	*	14	304	2565	2539	*	*	*
MS-Business (incl Mgmt., Mktg., Finance, etc.)	4	40	1982	2439	*	*	*	7	170	2053	2269	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	1	13	2291	2337	*	*	*	5	46	2008	2243	*	*	*
Administration (incl. Public, Hospital, etc.)	+	+	+	+				1	13	1541	1750	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	2	2	1750	1750	*	*	*	6	25	1297	1450	*	*	*
Social Sciences	+	6	+	2093				12	52	1357	1662	*	*	*
ENGINEERING														
Chemical	11	48	3052	2701	*	*	*	25	155	2762	2564	3411	2625	2400
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	2	26	1978	2269	*	*	*	4	103	1907	2261	*	*	*
Electrical (incl. Computer Engrg.)	12	183	2621	2612	*	*	*	16	578	2639	2570	*	*	*
Industrial	+	25	+	2550				4	86	2590	2499	*	*	*
Mechanical	7	87	2397	2547	*	*	*	23	338	2396	2524	2666	2500	2081
Nuclear (incl. Engrg. Physics)	+	16	+	2458				2	32	2325	2471	*	*	*
SCIENCES														
Chemistry	4	12	2270	2217	*	*	*	13	40	2386	2278	*	*	*
Computer Science	1	82	2650	2567	*	*	*	14	322	2269	2504	*	*	*
Geology & Related Geological Sciences	+	9	+	2614				7	55	1946	2453	*	*	*
Mathematics	2	28	2100	2400	*	*	*	2	58	2100	2355	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science, & Ceramics)	1	18	2200	2459	*	*	*	10	49	2405	2457	*	*	*
Totals	60	1216						202	4123					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

Master's Degree Candidates

GRADUATE PROGRAM	INTERIM PERIOD 4/7/84 THROUGH 5/4/84							CUMULATIVE PERIOD 9/1/83 THROUGH 5/4/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	1	259	$1733	$2823	*	*	*	4	448	$2192	$2669	*	*	*
MBA - Tech Undergraduate	2	71	2291	2871	*	*	*	3	125	2361	2851	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	1	285	2917	2888	*	*	*	1	512	2917	2774	*	*	*
MBA - Tech Undergraduate	+	97	+	2961				+	163	+	2900			
Over 4 years														
MBA - Non-Tech Undergraduate	+	151	+	2853				3	337	1864	2716	*	*	*
MBA - Tech Undergraduate	+	26	+	2934				+	65	+	2951			
Totals	4	889						11	1650					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	20	51	$3324	$3325	$3500	$3337	$3250	25	107	$3279	$3283	$3500	$3292	$3025
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	5	3616	3173	*	*	*	1	14	3616	3133	*	*	*
Electrical (incl. Computer Engrg.)	2	39	3358	3400	*	*	*	4	98	3383	3384	*	*	*
Mechanical	3	5	3347	3275	*	*	*	3	29	3347	3219	*	*	*
SCIENCES														
Chemistry	2	56	2762	3047	*	*	*	14	183	2926	2968	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	4	2417	2750	*	*	*	2	24	2417	2832	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	1	12	3417	3204	*	*	*	1	19	3417	3164	*	*	*
Physics	1	13	2583	3177	*	*	*	3	45	3055	3183	*	*	*
Totals	31	185						53	519					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1641 1710 1540	69	1765	10	1625	2	1740	5			1700	2
BUSINESS - GENERAL	1847	3	1582	18	1403 1625 1100	21	1798	10			1700	2
MARKETING/DISTRIBUTN			1463	5	1330	12	1417	7				
HUMANITIES			1425	2	1298	7	2167	2				
ECONOMICS			1559	8	1250	3						
OTHR SOCIAL SCIENCES			1521	2	1361	3	1969	4				

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4 — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2470 2		
CHEMICAL				2294 16	2225 1	2150 1
CIVIL -CNSTR/SAN/TRP				2196 9		1864 16
ELECTRICAL -COMPTR			1862 3	2251 119 2416 2083	2213 8	2397 3
GEOLOGICAL						
INDUSTRIAL			1343 2	2175 2		2244 4
MECHANICAL			2254 4	2231 90 2360 2092	2290 18	2186 4
METALLURGICAL				2257 9	2258 3	
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH				2052 4	2261 3	

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES			1148 2			
BIOLOGICAL SCIENCES			1292 2	2416 1		
CHEMISTRY				2800 1		
COMPUTER SCIENCE	1625 1	1550 5	1854 4	2205 21 2292 2016	2475 2	
HEALTH (MED) PROFSNS						
MATHEMATICS				2088 22 2250 2000	2257 3	
OTHR PHYSCL/EARTH SC				2281 2		

AVERAGE MONTHLY SALARY OFFERS MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/7/84 THROUGH 5/4/84 PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1796	3	1884	2	1664	3	1491	2	1500	2	1725	2
BUSINESS - GENERAL	2117	8	1935	4	1838	10	1481	6			1700	1
MARKETING/DISTRIBUTN					1777	3	1667	1	1320	1	2033	1
HUMANITIES	—		1083	1			1700	1				
ECONOMICS	1819	3	1935	3	1850	1	1750	1	1760	1		
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/7/84 THROUGH 5/4/84 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2328 2425 2200	43	2375	1	2362	17	2315	5	2150	2	2175	3
CIVIL -CNSTR/SAN/TRP	2300	2							1912	4		
ELECTRICAL -COMPTR	2271	11	2184 2300 2034	20			2200	1	2238	4	2250	1
GEOLOGICAL												
INDUSTRIAL	2188	2			2333	5	2000	1	2150	4		
MECHANICAL	2337	9	2120	8	2333	1	2071	4	2154	17	2425	2
METALLURGICAL	2208	2	2083	1					2216	10		
MINING											2249	2
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH					1354	2			2150	1		

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES					1416	1						
BIOLOGICAL SCIENCES	2833	1										
CHEMISTRY	2000	1									1950	1
COMPUTER SCIENCE	2250	8	2165	7					1950	1		
HEALTH (MED) PROFSNS												
MATHEMATICS					2121	2					2000	1
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING					1545	1						
BUSINESS - GENERAL	1367	2			1854	4					916	1
MARKETING/DISTRIBUTN					1486	1						
HUMANITIES							1150	1			1583	2
ECONOMICS											1541	1
OTHR SOCIAL SCIENCES	1750	1									1251	3

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL					2276	2						
CIVIL -CNSTR/SAN/TRP	1500	1			1623	2					1111	1
ELECTRICAL -COMPTR	2181	5			2237	15	1753	14				
GEOLOGICAL												
INDUSTRIAL	2150	1					2166	1				
MECHANICAL					2297	9	1784	6	1794	1		
METALLURGICAL					2295	1						
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH	2061	4			2208	2						

AVERAGE MONTHLY SALARY OFFERS — MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/7/84 THROUGH 5/4/84 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES											1500	1
CHEMISTRY	1062	2										
COMPUTER SCIENCE	2133	7			2145	2	1893	2				
HEALTH (MED) PROFSNS											1671 2000 1375	20
MATHEMATICS	1750	1					1428	1				
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1984 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1991	3	2444	3			2000	1				
MBA - TECHNICAL	2500	1	2833	1			2750	1				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL			1166	1								
MBA - TECHNICAL												

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 4/7/84 THROUGH 5/4/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL												
MBA - TECHNICAL												